

Message Text

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ACTION NEA-10

INFO OCT-01 ISO-00 EB-07 /018 W
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R 290940Z MAY 75
FM AMCONSUL BOMBAY
TO USDOC WASHDC
INFO SECSTATE WASHDC 5405
AMCONSUL MADRAS
AMEMBASSY NEW DELHI
AMCONSUL CALCUTTA

UNCLAS BOMBAY 1283

E. O. 11652: N/A
TAGS: BEXP, BTRA, IN
SUBJ: PRIVATE TRADE OPPORTUNITY - SPECIAL HANDLING

REF: 10 FAM 946

1. MR. HARGOVINDAS R. MEHTA, MANAGING DIRECTOR, JAYANT PAPER MILLS LIMITED, 205 KAKAD CHAMBERS, DR. ANNIE BESANT ROAD, WORLI, BOMBAY 400 018, PROBABLY ACCOMPANIED BY HIS ENGLISH-SPEAKING NEPHEW, SCHEDULED TO VISIT NEW YORK, WASHINGTON, PORTLAND AND LOS ANGELES FOR ABOUT TWO WEEKS BEGINNING JUNE 18 TO LOCATE SUPPLIERS OF USED PAPER AND BOARD PLANT OF 40-50 METRIC TONS CAPACITY PER DAY. COMINV. NO.7 ISSUED TO THE VISITOR.

2. MEHTA INFORMED US THAT HE HOLDS GOI IMPORT LICENSE VALUED APPROXIMATELY \$500,000 TO BUY THE PLANT. HE HAS RECEIVED OFFERS FROM JAPANESE AND EUROPEAN SUPPLIERS (HE IS VISITING EUROPE ON WAY TO US) BUT IS KEEN ON RECEIVING OFFERS FROM US. MEHTA IS IN CONTACT WITH THREE NEW YORK-BASED MACHINERY BROKERS AND WITH CONTINENTAL CAN COMPANY WHICH IS DISMANTLING ITS 75-TON PLANT.

3. UNDERSTANDABLY, MEHTA HAS SOUGHT ADDITIONAL SOURCES OF SUPPLY INCLUDING MACHINERY BROKERS, PAPER MILLS HAVING UNCLASSIFIED

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SURPLUS EQUIPMENT AND OTHERS HAVING CAPTIVE PAPER PRODUCTION

FACILITIES SUCH AS PAPER CONTAINER PRODUCERS, AND NEWSPAPER FIRMS UNDERGOING RENOVATION. WE HAVE FURNISHED MEHTA WITH A PARTIAL LISTING OF SUPPLIERS MADE AVAILABLE TO US BY COMMERCE SOME TIME BACK.

4. JAYANT IS A SMALL SIZE PAPER PRODUCER (50 TONS A DAY) AND IS CONSIDERED GOOD FOR BUSINESS ENGAGEMENTS. MEHTA'S OTHER BUSINESS INTERESTS INCLUDE A FIBER CONTAINER PLANT, A WORKSHOP FOR FABRICATING 3 TON PAPER PLANTS, A CORRUGATED BOARD PLANT AND ANOTHER PAPER MILL BEING ESTABLISHED IN SOUTH INDIA. WTDR ON JAYANT UNDER PREPARATION.

5. ACTION REQUESTED: WE RECOMMEND SPECIAL HANDLING OF THIS TRADE OPPORTUNITY. IF FEASIBLE, PLEASE IDENTIFY SOONEST AVAILABLE BUSINESS LEADS TO MEHTA THROUGH HIS SON MR. YOGESH H. MEHTA, 48/10 WOODSIDE, QUEENS, NEW YORK; TELEPHON - 212-786-3818. MEHTA ALSO INTERESTED IN PUBLICIZING HIS INTEREST THROUGH COMMERCE AND PRIVATE TRADE CHANNELS. WE HAVE ADVISED HIM TO CALL AT COMMERCE WHILE IN WASHINGTON AND DISTRICT OFFICES AT OTHER PLACES.
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